

# ILLINOIS DIRECT BUSINESS MARKET SHARE REPORT FOR 2000

## FRATERNAL ORDERS ONLY, TOP 25

DIRECT PREMIUMS TOTAL LIFE BUSINESS PG 20 LINE 1 COL 2

COMPANY NAME	DIRECT PREMIUMS \$	PERCENT OF TOTAL
AID ASSOCIATION FOR LUTHERANS	40,613,803	33.68
LUTHERAN BROTHERHOOD	21,920,169	18.18
KNIGHTS OF COLUMBUS	16,549,963	13.72
INDEPENDENT ORDER OF FORESTERS	10,582,695	8.78
MODERN WOODMEN OF AMERICA	8,972,286	7.44
WOODMEN OF THE WORLD LIFE INSURANCE SOC	2,764,314	2.29
POLISH NATIONAL ALLIANCE OF THE US OF NA	2,553,115	2.12
CATHOLIC FRATERNAL LIFE	2,414,804	2.00
ROYAL NEIGHBORS OF AMERICA	2,123,205	1.76
CATHOLIC ORDER OF FORESTERS	1,792,308	1.49
WESTERN CATHOLIC UNION	1,209,171	1.00
CSA FRATERNAL LIFE	1,112,236	.92
POLISH ROMAN CATHOLIC UNION OF AMERICA	943,394	.78
CONCORDIA MUTUAL LIFE ASSOCIATION	743,526	.62
GLENER LIFE INSURANCE SOCIETY	570,910	.47
NATIONAL CATHOLIC SOCIETY OF FORESTERS	566,939	.47
CATHOLIC KNIGHTS	545,216	.45
AMERICAN SLOVENIAN CATHOLIC UNION KSKJ	411,584	.34
HOLY FAMILY SOCIETY OF THE U S A	397,471	.33
FIREMENS MUTUAL AID & BENEFIT ASSN THE	290,291	.24
CROATIAN FRATERNAL UNION OF AMERICA	256,379	.21
ORDER OF UNITED COMMERCIAL TRAVELERS AM	246,943	.20
EQUITABLE RESERVE ASSOCIATION	243,339	.20
POLISH WOMENS ALLIANCE OF AMERICA	222,227	.18
UNITED STATES LETTER CARRIERS	190,891	.16
TOTAL NUMBER OF COMPANIES THIS LINE: 25		
<b>Totals - Top 25 Companies</b>	118,237,179	98.03
<b>Totals - All Companies</b>	120,594,646	100.00

\* ALL COMPANIES WITH 0 PREMIUM ARE EXCLUDED FROM THIS REPORT

# ILLINOIS DIRECT BUSINESS MARKET SHARE REPORT FOR 2000

## FRATERNAL ORDERS ONLY, TOP 25

DIRECT PREMIUMS TOTAL ANNUITIES BUSINESS PG 20 LINE 2 COL 2

COMPANY NAME	DIRECT PREMIUMS \$	PERCENT OF TOTAL
LUTHERAN BROTHERHOOD	63,436,925	33.30
AID ASSOCIATION FOR LUTHERANS	59,542,236	31.25
MODERN WOODMEN OF AMERICA	16,529,047	8.68
CSA FRATERNAL LIFE	15,281,636	8.02
GLENER LIFE INSURANCE SOCIETY	9,087,269	4.77
INDEPENDENT ORDER OF FORESTERS	7,093,637	3.72
POLISH NATIONAL ALLIANCE OF THE US OF NA	3,370,643	1.77
KNIGHTS OF COLUMBUS	3,304,055	1.73
WESTERN CATHOLIC UNION	1,848,802	.97
CATHOLIC FRATERNAL LIFE	1,623,997	.85
CATHOLIC KNIGHTS	1,259,877	.66
WOMANS LIFE INSURANCE SOCIETY	869,731	.46
DEGREE OF HONOR PROTECTIVE ASSOCIATION	853,252	.45
WOODMEN OF THE WORLD LIFE INSURANCE SOC	848,127	.45
CATHOLIC ORDER OF FORESTERS	558,046	.29
FIRST CATHOLIC SLOVAK LADIES ASSN U S A	534,105	.28
ROYAL NEIGHBORS OF AMERICA	520,227	.27
AMERICAN SLOVENIAN CATHOLIC UNION KSKJ	485,674	.25
GREATER BENEFICIAL UNION OF PITTSBURGH	483,406	.25
CROATIAN FRATERNAL UNION OF AMERICA	329,127	.17
MENNONITE MUTUAL AID ASSOCIATION	322,859	.17
CONCORDIA MUTUAL LIFE ASSOCIATION	317,112	.17
LOYAL CHRISTIAN BENEFIT ASSOCIATION	290,722	.15
SONS OF NORWAY	271,378	.14
CATHOLIC FAMILY LIFE INSURANCE	242,245	.13
TOTAL NUMBER OF COMPANIES THIS LINE: 25		
<b>Totals - Top 25 Companies</b>	189,304,135	99.35
<b>Totals - All Companies</b>	190,514,414	100.00

\* ALL COMPANIES WITH 0 PREMIUM ARE EXCLUDED FROM THIS REPORT

# ILLINOIS DIRECT BUSINESS MARKET SHARE REPORT FOR 2000

## FRATERNAL ORDERS ONLY, TOP 25

DIRECT PREMIUMS TOTAL LIFE AND ANNUITIES BUSINESS PG 20 LINE 3 COL 2

COMPANY NAME	DIRECT PREMIUMS \$	PERCENT OF TOTAL
AID ASSOCIATION FOR LUTHERANS	100,156,039	32.19
LUTHERAN BROTHERHOOD	85,357,094	27.44
MODERN WOODMEN OF AMERICA	25,501,333	8.20
KNIGHTS OF COLUMBUS	19,854,018	6.38
INDEPENDENT ORDER OF FORESTERS	17,676,332	5.68
CSA FRATERNAL LIFE	16,393,872	5.27
GLENER LIFE INSURANCE SOCIETY	9,658,179	3.10
POLISH NATIONAL ALLIANCE OF THE US OF NA	5,923,758	1.90
CATHOLIC FRATERNAL LIFE	4,038,801	1.30
WOODMEN OF THE WORLD LIFE INSURANCE SOC	3,612,441	1.16
WESTERN CATHOLIC UNION	3,057,973	.98
ROYAL NEIGHBORS OF AMERICA	2,643,432	.85
CATHOLIC ORDER OF FORESTERS	2,350,354	.76
CATHOLIC KNIGHTS	1,805,093	.58
CONCORDIA MUTUAL LIFE ASSOCIATION	1,060,638	.34
WOMANS LIFE INSURANCE SOCIETY	1,053,878	.34
POLISH ROMAN CATHOLIC UNION OF AMERICA	944,294	.30
AMERICAN SLOVENIAN CATHOLIC UNION KSKJ	897,258	.29
DEGREE OF HONOR PROTECTIVE ASSOCIATION	893,188	.29
NATIONAL CATHOLIC SOCIETY OF FORESTERS	739,070	.24
FIRST CATHOLIC SLOVAK LADIES ASSN U S A	626,719	.20
CROATIAN FRATERNAL UNION OF AMERICA	585,506	.19
GREATER BENEFICIAL UNION OF PITTSBURGH	526,081	.17
MENNONITE MUTUAL AID ASSOCIATION	454,126	.15
SONS OF NORWAY	449,482	.14
TOTAL NUMBER OF COMPANIES THIS LINE: 25		
<b>Totals - Top 25 Companies</b>	306,258,959	98.44
<b>Totals - All Companies</b>	311,109,058	100.00

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## ILLINOIS DIRECT BUSINESS MARKET SHARE REPORT FOR 2000 FRATERNAL ORDERS ONLY, TOP 25

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DIRECT PREMIUMS NON CAN, A&H BUSINESS PG 20 LINE 23.1 COL 2

COMPANY NAME	DIRECT PREMIUMS \$	PERCENT OF TOTAL
AID ASSOCIATION FOR LUTHERANS	1,023,546	50.45
LUTHERAN BROTHERHOOD	959,670	47.30
CATHOLIC ORDER OF FORESTERS	15,701	.77
INDEPENDENT ORDER OF FORESTERS	8,106	.40
WOODMEN OF THE WORLD LIFE INSURANCE SOC	7,462	.37
MODERN WOODMEN OF AMERICA	4,184	.21
SLOVENE NATIONAL BENEFIT SOCIETY	3,508	.17
AMERICAN SLOVENIAN CATHOLIC UNION KSKJ	2,671	.13
UKRAINIAN NATIONAL ASSOCIATION INC	1,815	.09
NATIONAL MUTUAL BENEFIT THE	1,500	.07
UKRAINIAN FRATERNAL ASSOCIATION	675	.03
ASSOCIATION OF LITHUANIAN WORKERS	158	.01
TOTAL NUMBER OF COMPANIES THIS LINE: 12		
<b>Totals - Top 25 Companies</b>	2,028,996	100.00
<b>Totals - All Companies</b>	2,028,996	100.00

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# ILLINOIS DIRECT BUSINESS MARKET SHARE REPORT FOR 2000

## FRATERNAL ORDERS ONLY, TOP 25

DIRECT PREMIUMS GUAR. REN. A&H BUSINESS PG 23.2 LINE 3 COL 2

COMPANY NAME	DIRECT PREMIUMS \$	PERCENT OF TOTAL
AID ASSOCIATION FOR LUTHERANS	12,999,318	45.55
ORDER OF UNITED COMMERCIAL TRAVELERS AM	7,045,326	24.68
LUTHERAN BROTHERHOOD	6,122,931	21.45
MENNONITE MUTUAL AID ASSOCIATION	1,629,565	5.71
UNITED STATES LETTER CARRIERS	289,249	1.01
KNIGHTS OF COLUMBUS	265,841	.93
WOODMEN OF THE WORLD LIFE INSURANCE SOC	67,275	.24
AMERICAN SLOVENIAN CATHOLIC UNION KSKJ	58,023	.20
MODERN WOODMEN OF AMERICA	18,726	.07
CROATIAN FRATERNAL UNION OF AMERICA	14,318	.05
WORKMENS BENEFIT FUND OF THE U S A	6,417	.02
HOLY FAMILY SOCIETY OF THE U S A	5,397	.02
SLOVENE NATIONAL BENEFIT SOCIETY	5,146	.02
WILLIAM PENN ASSOCIATION	3,040	.01
SONS OF NORWAY	2,874	.01
GLEANER LIFE INSURANCE SOCIETY	1,840	.01
EQUITABLE RESERVE ASSOCIATION	1,542	.01
CATHOLIC KNIGHTS OF AMERICA THE	1,319	.01
CSA FRATERNAL LIFE	1,299	.00
CATHOLIC FAMILY LIFE INSURANCE	893	.00
WORKMENS CIRCLE THE	554	.00
NATIONAL FRATERNAL SOCIETY OF THE DEAF	182	.00
POLISH NATIONAL UNION OF AMERICA	93	.00
ASSURED LIFE ASSOCIATION	34	.00
LITHUANIAN CATHOLIC ALLIANCE	13	.00
TOTAL NUMBER OF COMPANIES THIS LINE: 25		
<b>Totals - Top 25 Companies</b>	28,541,215	100.00
<b>Totals - All Companies</b>	28,541,215	100.00

\* ALL COMPANIES WITH 0 PREMIUM ARE EXCLUDED FROM THIS REPORT

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## ILLINOIS DIRECT BUSINESS MARKET SHARE REPORT FOR 2000

### FRATERNAL ORDERS ONLY, TOP 25

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DIRECT PREMIUMS NON-REN. FOR STATED REASONS ONLY A&H BUSINESS LINE 23.3 COL 2

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COMPANY NAME	DIRECT PREMIUMS \$	PERCENT OF TOTAL
AID ASSOCIATION FOR LUTHERANS	790,349	99.89
KNIGHTS OF COLUMBUS	793	.10
WOODMEN OF THE WORLD LIFE INSURANCE SOC	76	.01
TOTAL NUMBER OF COMPANIES THIS LINE: 3		
<b>Totals - Top 25 Companies</b>	791,218	100.00
<b>Totals - All Companies</b>	791,218	100.00

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## ILLINOIS DIRECT BUSINESS MARKET SHARE REPORT FOR 2000 FRATERNAL ORDERS ONLY, TOP 25

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DIRECT PREMIUMS OTHER ACCIDENT ONLY BUSINESS PG 20 LINE 23.4 COL 2

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COMPANY NAME	DIRECT PREMIUMS \$	PERCENT OF TOTAL
TRAVELERS PROTECTIVE ASSOCIATION OF AM	74,251	99.85
WORKMENS BENEFIT FUND OF THE U S A	115	.15
TOTAL NUMBER OF COMPANIES THIS LINE: 2		
<b>Totals - Top 25 Companies</b>	74,366	100.00
<b>Totals - All Companies</b>	74,366	100.00

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# ILLINOIS DIRECT BUSINESS MARKET SHARE REPORT FOR 2000

## FRATERNAL ORDERS ONLY, TOP 25

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DIRECT PREMIUMS OTHER A&H BUSINESS PG 20 LINE 23.5 COL 2

COMPANY NAME	DIRECT PREMIUMS \$	PERCENT OF TOTAL
ORDER OF UNITED COMMERCIAL TRAVELERS AM	187,300	44.72
HOLY FAMILY SOCIETY OF THE U S A	158,545	37.86
KNIGHTS OF COLUMBUS	35,739	8.53
INDEPENDENT ORDER OF FORESTERS	31,499	7.52
CSA FRATERNAL LIFE	4,341	1.04
CATHOLIC KNIGHTS OF AMERICA THE	773	.19
AMERICAN FRATERNAL UNION	296	.07
CROATIAN CATHOLIC UNION OF USA & CANADA	293	.07
TOTAL NUMBER OF COMPANIES THIS LINE: 8		
<b>Totals - Top 25 Companies</b>	418,786	100.00
<b>Totals - All Companies</b>	418,786	100.00

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# ILLINOIS DIRECT BUSINESS MARKET SHARE REPORT FOR 2000

## FRATERNAL ORDERS ONLY, TOP 25

DIRECT PREMIUMS TOTAL A&H BUSINESS PG 20 LINE 24 COL 2

COMPANY NAME	DIRECT PREMIUMS \$	PERCENT OF TOTAL
AID ASSOCIATION FOR LUTHERANS	14,813,213	46.50
ORDER OF UNITED COMMERCIAL TRAVELERS AM	7,232,627	22.71
LUTHERAN BROTHERHOOD	7,082,601	22.23
MENNONITE MUTUAL AID ASSOCIATION	1,629,565	5.12
KNIGHTS OF COLUMBUS	302,373	.95
UNITED STATES LETTER CARRIERS	289,249	.91
HOLY FAMILY SOCIETY OF THE U S A	163,942	.51
WOODMEN OF THE WORLD LIFE INSURANCE SOC	74,813	.23
TRAVELERS PROTECTIVE ASSOCIATION OF AM	74,251	.23
AMERICAN SLOVENIAN CATHOLIC UNION KSKJ	60,694	.19
INDEPENDENT ORDER OF FORESTERS	39,605	.12
MODERN WOODMEN OF AMERICA	22,909	.07
CATHOLIC ORDER OF FORESTERS	15,701	.05
CROATIAN FRATERNAL UNION OF AMERICA	14,318	.04
SLOVENE NATIONAL BENEFIT SOCIETY	8,654	.03
WORKMENS BENEFIT FUND OF THE U S A	6,532	.02
CSA FRATERNAL LIFE	5,640	.02
WILLIAM PENN ASSOCIATION	3,040	.01
SONS OF NORWAY	2,874	.01
CATHOLIC KNIGHTS OF AMERICA THE	2,092	.01
GLEANER LIFE INSURANCE SOCIETY	1,840	.01
UKRAINIAN NATIONAL ASSOCIATION INC	1,815	.01
EQUITABLE RESERVE ASSOCIATION	1,542	.00
NATIONAL MUTUAL BENEFIT THE	1,500	.00
CATHOLIC FAMILY LIFE INSURANCE	893	.00
TOTAL NUMBER OF COMPANIES THIS LINE: 25		
<b>Totals - Top 25 Companies</b>	<b>31,852,283</b>	<b>99.98</b>
<b>Totals - All Companies</b>	<b>31,854,581</b>	<b>100.00</b>

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## ILLINOIS DIRECT BUSINESS MARKET SHARE REPORT FOR 2000 FRATERNAL ORDERS ONLY, TOP 25

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TOTAL (LIFE + ANNUITIES + ACCIDENT & HEALTH PREMIUMS)

COMPANY NAME	DIRECT PREMIUMS \$	PERCENT OF TOTAL
AID ASSOCIATION FOR LUTHERANS	114,969,252	33.52
LUTHERAN BROTHERHOOD	92,439,695	26.95
MODERN WOODMEN OF AMERICA	25,524,242	7.44
KNIGHTS OF COLUMBUS	20,156,391	5.88
INDEPENDENT ORDER OF FORESTERS	17,715,937	5.17
CSA FRATERNAL LIFE	16,399,512	4.78
GLENER LIFE INSURANCE SOCIETY	9,660,019	2.82
ORDER OF UNITED COMMERCIAL TRAVELERS AM	7,485,556	2.18
POLISH NATIONAL ALLIANCE OF THE US OF NA	5,923,758	1.73
CATHOLIC FRATERNAL LIFE	4,038,801	1.18
WOODMEN OF THE WORLD LIFE INSURANCE SOC	3,687,254	1.08
WESTERN CATHOLIC UNION	3,057,973	.89
ROYAL NEIGHBORS OF AMERICA	2,643,432	.77
CATHOLIC ORDER OF FORESTERS	2,366,055	.69
MENNONITE MUTUAL AID ASSOCIATION	2,083,691	.61
CATHOLIC KNIGHTS	1,805,093	.53
CONCORDIA MUTUAL LIFE ASSOCIATION	1,060,638	.31
WOMANS LIFE INSURANCE SOCIETY	1,053,878	.31
AMERICAN SLOVENIAN CATHOLIC UNION KSKJ	957,952	.28
POLISH ROMAN CATHOLIC UNION OF AMERICA	944,294	.28
DEGREE OF HONOR PROTECTIVE ASSOCIATION	893,188	.26
NATIONAL CATHOLIC SOCIETY OF FORESTERS	739,070	.22
UNITED STATES LETTER CARRIERS	686,684	.20
FIRST CATHOLIC SLOVAK LADIES ASSN U S A	626,719	.18
CROATIAN FRATERNAL UNION OF AMERICA	599,824	.17
TOTAL NUMBER OF COMPANIES THIS LINE: 25		
<b>Totals - Top 25 Companies</b>	337,518,908	98.43
<b>Totals - All Companies</b>	342,963,639	100.00

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